



CASE STUDY

# Heavy Equipment Retailer Gains Complete Endpoint Visibility with Network Access Control



Zahid Tractor & Heavy Machinery Co. Ltd. has been meeting the Kingdom of Saudi Arabia’s public and private sectors’ tractor needs since the 1950s. The company has since expanded into three core business units—construction machinery, commercial vehicles, and rental equipment. Zahid Tractor sells and services products for notable brands such as Caterpillar, Challenger agricultural tractors, Rammer industrial hammers, Renault trucks, Svetruck specialized lifts, and others. With four main locations and over 40 branches, Zahid Tractor prioritizes local service and is one of the few companies in the region that is ISO 9001, ISO 14001, and OHSAS 18001 certified, proving its ability to deliver services in a reliable, safe, and environmentally friendly way.

## Challenge

To improve its network security, Zahid Tractor purchased a third-party security assessment company. Since it was moving from a flat VLAN to a multi-VLAN strategy, it was critical for the company to implement technology that automatically assigns users to the appropriate network. With company-owned laptops, BYOD devices, and contractors accessing the network, the company wanted to improve endpoint security by scanning all endpoint devices and simplify management of guest and contractor access. The move to multi-VLAN role-based access required a network access control (NAC) solution with automated provisioning. At the same time, users had to be prevented from using hubs or unmanaged switches to connect multiple devices on the same downlink ports.

Zahid Tractor began searching for a solution using four main criteria:

- Easy deployment
- Ease of operation
- A solution that works for all remote branches without the need for 802.1x or spanning ports
- An affordable price

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– Samer Mekkawi, Technical Systems Manager, Zahid Tractor

## Details

**Customer:** Zahid Tractor

**Industry:** Retail

**Location:** Kingdom of Saudi Arabia

## Improved Endpoint Security

Since Zahid Tractor was also moving from a flat VLAN to a multi-VLAN, the company needed to prepare the infrastructure for this upgrade and for the implementation of NAC. Following this preparation, implementing the FortiNAC was a smooth process. The company now has complete visibility into all the users and devices across all locations in one unified profile-based endpoint posture assessment. Benefits include:

### Scanning all endpoint devices

Zahid Tractor wanted to improve its security posture by scanning all endpoint devices. The FortiNAC solution can scan devices on both a pre-connect and post-connect basis with a lightweight solution that works with other existing security technologies to provide a simple but powerful endpoint management solution.

### Automated provisioning

With automated provisioning, users and devices are placed on the appropriate VLAN with the proper level of access. “We have an unusually high number of profiles,” states Samer Mekkawi, technical systems manager for Zahid Tractor. “With our new multi-VLAN structure, we can’t imagine how we could do this without a NAC solution. Moving from manual to automated provisioning was a huge improvement.”

### Real-time visibility

The FortiNAC solution has also given the IT group real-time access to the actions of each device and user connecting to its network. This helps identify potential threats and provides use information for future planning. Using the FortiNAC device’s multi-access detection system, users can no longer use hubs or unmanaged switches to connect multiple devices on the same downlink ports.

### Simplified access for guests, contractors, and peripherals

The FortiNAC solution has also simplified approvals for all guest and contract accounts, automated security segmentation on appropriate VLANs, and enabled device profiling and automated registration for network peripherals such as printers and scanners.

## The Final Analysis

Zahid Tractor is thrilled with its implementation of the FortiNAC solution. Ahmad Mobadder, senior technical support for Zahid Tractor, notes, “The support is excellent. The customer service representatives are very skilled and the response and resolution times are great.” His advice to companies looking at a network access control solution or a security automation and orchestration solution is to look for a solution that is easy to manage and deploy. He continues, “Since FortiNAC is an 802.1x independent solution, it offers a simple way to interact with our environment infrastructure—especially with our remote locations. We believe that anyone considering Security Automation and Orchestration should carefully evaluate this feature. We have been so pleased with the FortiNAC solution we have suggested it to several other companies.”

## Business Impact

- Increased efficiencies via automated device management
- Improved security by restricting and managing network access and through full visibility of users and devices
- Strengthened network access control with multi-access detection system
- Streamlined IT processes via auto-registration and profiling for network peripherals

## Solution

- FortiNAC

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